


| $\begin{array}{\|c} \text { Cal- } \\ \text { endar } \end{array}$ | QUARTERLY REVENUES (\$ mill.) |  |  |  | Full Year |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |
| 2012 | 1165.9 | 1255.2 | 1295.8 | 1338.1 | 5055.0 |
| 2013 | 1291.6 | 1382.9 | 1435.8 | 1474.3 | 5584.6 |
| 2014 | 1406.9 | 1547.9 | 1601.1 | 1609.5 | 6165.4 |
| 2015 | 1525 | 1675 | 1760 | 1800 | 6760 |
| 2016 | 1740 | 1870 | 192 | 1970 | 7500 |
| Calendar | EARNINGS PER SHARE AMar. 31 Jun. 30 Sep. 30 Dec. 31 |  |  |  | Full Year |
| 2012 | . 57 | . 67 | . 65 | . 70 | 2.59 |
| 2013 | . 61 | . 73 | . 75 | . 77 | 2.87 |
| 2014 | . 58 | . 79 | . 87 | . 93 | 3.16 |
| 2015 | . 69 | . 90 | . 99 | 1.07 | 3.65 |
| 2016 | . 85 | 1.05 | 1.10 | 1.20 | 4.20 |
| Cal- | QUARTERLY DIVIDENDS PAID B |  |  |  | , |
| endar | Mar. 31 | Jun. 3 | Sep. 30 | Dec. 31 | Year |
| 2011 | . 13 | . 13 | . 13 | . 13 | . 52 |
| 2012 | . 14 | . 14 | . 14 | . 29 | . 71 |
| 2013 |  | . 15 | . 15 | . 15 | . 45 |
| 2014 | . 20 | . 20 | . 20 | . 20 | . 80 |
| 2015 | . 21 |  |  |  |  |

BUSINESS: J.B. Hunt Transport Services, Inc. is a holding company for J.B. Hunt Transport, Inc., one of the largest irregular-route truckload carriers in the U.S., transporting general merchandise throughout the continental U.S., Canada, and Mexico. Has truckload, intermodal, and dedicated contract operations. As of $12 / 31 / 14$, owned 11,637 tractors and 101,029 trailers and con-
J.B. Hunt's Truck division is on the comeback trail. The segment was purposely scaled back since the last recession as the truckload business went through some tough times and profitability eroded. However, fleet capacity rose 2\%, year over year, in the December quarter, compared to a $6 \%$ decline in the third period and an $11 \%$ drop a year earlier. Fourth-quarter operating income was $\$ 8.1$ million, versus a loss of $\$ 1.0 \mathrm{million}$ for the same period in 2013. The unit benefited from the rapid drop in fuel prices as the cut in the surcharge lagged, which may well happen again in the March period. Hunt expects to continue increasing capacity over the balance of the year, though it is facing a driver shortage and higher labor costs. Beyond that situation, fundamentals remain favorable. Core pricing was up 9\% for the fourth quarter.
The two intermediate-sized businesses are showing their potential. December-period operating income at Dedicated Contract Services (DCS) increased 25\%, while profit at Integrated Capacity Solutions (lCS) soared 158\%. B oth segments saw improved pricing. As-
tainers. Began reporting truck brokerage and logistics separately in Q2 2007. Labor costs: $20.9 \%$ of revenues. Has 18,470 employees. Johnelle Hunt owns $16.5 \%$ of stock; FMR LLC, 8.8\%; BlackRock, 6.7\%; officers/directors 5.0\% (3/14 proxy). Chairman: Kirk Thompson. CEO: John N. Roberts III. Inc.: AR. Address: P.O. Box 130, Lowell, AR 72745. Tel.: 479-820-0000. Internet: www.jbhunt.com.
set utilization at DCS was also up after adding several new accounts over the past few quarter. ICS is benefiting from a tight truck market and network expansion. It added five branches in 2014, bringing the total to 29. ICS expects to add five to eight offices this year, but we think start-up costs as a percent of sales will be lower.
Visibility at the Intermodal segment has deteriorated. Load growth momentum slowed to 6\% in the fourth quarter, down from $8 \%$ in the third quarter and $13 \%$ a year earlier. The unit is likely seeing a bit more competition from truckers, now that fuel prices are lower, though the driver shortage should stem that pressure. The greater problem is inconsistent rail service, and congestion at West Coast ports that is expected to continue through the March quarter. However, the railroads have made service improvement a top priority, and we look for better second-half results.
The stock is ranked Above Average (2) for Timeliness. At the recent quotation, though, share appreciation potential to decade's end is unexciting.
Craig Sirois

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[^0]:    (A) Based on diluted shares. Excludes net non- Next earnings report due mid-April. recurring gains (losses): '01, 7¢; '03, (5¢); '04, (18¢); '05, (10¢); '07, 3¢; '08, (1¢); '09, (5¢).

